



26-1 REVENUE FELLOWSHIP SCHEDULE

ON · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN
INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WINDOWS · SIDING · DOORS · ROOFI
DOORS · ROOFING · SOLAR · INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN
INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WINDOWS · SIDING · DOORS · ROOFI
ON · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN

AGENDA - WEEK 1

JANUARY 19 - 23

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY

FELLOWS OFF
MLK DAY

TUESDAY

8:15AM
ARRIVE AT OFFICE

8:30AM-10:00AM
ONBOARDING

10:00AM - 11:30AM
EXPECTATIONS &
PROCEDURES
PROJECT OVERVIEW
Q&A

LUNCH

12:30PM-3:00PM
ROLE PLAY
APPT PROCESS
STEPS 4-5
ESTIMATE PROCESS
INFO GATHERING

3:00PM - 4:00PM
APPT PROCESS
STEPS 1-3 (HW)

WEDNESDAY

10:00AM-11:30AM
STUDY HALL

11:30AM-12:00PM
SCRIPT TEST
STEPS 1-3 (P-DEV)

LUNCH

12:00PM-1:45PM
STUDY HALL

1:45PM-4:00PM
INFO GATHERING
PAINT THE PICTURE

4:00PM-5:00PM
APPT PROCESS
STEPS 4-5 (HW)

THURSDAY

9:00AM-11:00AM
DELIVERY OVERVIEW
WAREHOUSE, COMMAND
CENTER, DP | CA

BREAK

11:30AM-1:00PM
WINDOW
INSTALLATION

LUNCH

2:00PM-2:30PM
SALES &
DELIVERY REVIEW

2:30PM-4:00PM
INDIVIDUAL TESTING

4:00PM-5:00PM
APPT QUALIFICATIONS &
SCHEDULING GRID

FRIDAY

9:00AM - 4:00PM
COHORT HUDDLE W/
HIRING OUR HEROES

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 2

JANUARY 26 - 30

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
10:30AM-12:00PM DEPARTMENT MEETING	9:30AM-11:00AM STUDY HALL	9:30AM-10:30AM STUDY HALL	9:00AM-10:00AM STUDY HALL	
LUNCH	LUNCH			
12:30PM-1:30PM TESTING ROLE PLAY	12:00PM-2:00PM INDIVIDUAL TESTING	10:30AM-11:30AM DEPARTMENT MEETING	10:00AM-11:30AM STUDY HALL BQ'S/PROC/PIVOT	
1:30PM-3:00PM STUDY HALL		11:30AM-12:15PM STUDY HALL	LUNCH	
BREAK	2:00PM-6:00PM SHADOW CD IN COMMUNITY / INTENTIONAL ROLE PLAYING	LUNCH	1:00PM-3:00PM POWER PRODUCT DEMO	9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES
3:15PM-4:30PM OVERCOMING OBJECTIONS PROCESS ASSIGNMENT		1:00PM-2:30PM VP TESTING APPT/EST/OBJ	BREAK	
		2:30PM-4:00PM STUDY HALL	3:15PM-5:00PM VP ROLE PLAY BQ'S/PROC/PIVOT	
		4:00PM-5:30PM BUYING QUESTIONS PROCRASTINATIONS PRODUCT PIVOT		

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 3

FEBRUARY 2ND - 6TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>10:00AM ARRIVE AT OFFICE</p>	<p>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</p>	<p>10:30AM-12:00PM FINAL SCRIPT TEST W/ P-DEV LEADERSHIP</p>	<p>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</p>	
<p>10:30AM-12:00PM DEPARTMENT MEETING</p>				
<p>LUNCH</p>				
<p>12:30PM-2:00PM POWER & YOUR CAREER</p>				
<p>2:00PM-5:30PM CD COMP</p> <p>APPT PROCESS STEPS 1-3</p> <p>ROLE PLAY & HOW TO STUDY</p>	<p>1:00PM-5:00PM SHADOW CD IN COMMUNITY</p>	<p>1:00PM-5:00PM SHADOW CD IN COMMUNITY</p>	<p>1:00PM-5:00PM SHADOW CD COMMUNITY W/ MENTOR</p>	<p>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</p>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 4

FEBRUARY 9TH - 13TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY

10:00AM-2:00PM
SHADOW SALES
APPOINTMENTS W/
EAMON SMITH

TUESDAY

10:00AM-11:30AM
SHADOW SALES
MEETING

4:00PM-7:00PM
SHADOW SALES
APPOINTMENTS

WEDNESDAY

10:00AM-12:30PM
SHADOW SALES
MENTOR CAMP

1:00PM-5:00PM
SHADOW SALES
APPOINTMENTS

THURSDAY

9:30AM-10:00AM
TOUCHPOINT W/
PATHWAYS

10:00AM-1:00PM
SHADOW SALES
APPOINTMENTS

FRIDAY

9:00AM - 4:00PM
COHORT HUDDLE W/
HIRING OUR HEROES

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 5

FEBRUARY 16TH - 20TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>FELLOWS OFF PRESIDENT'S DAY</p>	<p>10:00AM-11:30AM SHADOW SALES MEETING</p> <p>4:00PM-7:00PM SHADOW SALES APPOINTMENTS</p>	<p>10:00AM-12:30PM SHADOW SALES MENTOR CAMP</p> <p>1:00PM-5:00PM SHADOW SALES APPOINTMENTS</p>	<p>8:00AM-8:30AM MEET DELIVERY VP</p> <p>10:00AM-1:00PM SHADOW SALES APPOINTMENTS</p>	<p>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</p>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK



AGENDA - WEEK 6

FEBRUARY 23RD - 27TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	
7:30AM-3:00PM COMMAND CENTER	8:00AM- 9:00AM DELIVERY MEETING 11:00AM-4:00PM SHADOW PPM PRE-INSTALL INSPECTION	7:00AM-4:00PM SHADOW WAREHOUSE	7:00AM-4:00PM SHADOW INSTALL MANAGER SERVICE ROUTE	9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES
3:00PM-3:45PM SYNC W/ WILL & PHILIP				

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK



AGENDA - WEEK 7

MARCH 2ND - 6TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY

8:30AM-10:15AM
ARRIVAL &
ONBOARDING

BREAK

11:00AM-12:00PM
DEPARTMENT
MEETING

LUNCH

12:30PM-2:00PM
POWER &
YOUR CAREER

2:00PM-5:30PM
CD COMP

APPT PROCESS
STEPS 1-3

ROLE PLAY &
HOW TO STUDY

TUESDAY

9:30AM-11:30AM
STUDY HALL

LUNCH

12:30PM-3:00PM
ROLE PLAY

APPT PROCESS
STEPS 4-5

ESTIMATE PROCESS
INFO GATHERING

3:30PM-6:30PM
COMMUNITY
SHADOW

WEDNESDAY

12:00PM-1:45PM
ROLE PLAY

1:45PM-4:00PM
INFO GATHERING
PAINT THE PICTURE

LUNCH

5:00PM-10:00PM
SALES
SHADOW

THURSDAY

9:00AM-11:00AM
DELIVERY OVERVIEW
WAREHOUSE, COMMAND
CENTER, DP | CA

BREAK

11:30AM-1:00PM
WINDOW
INSTALLATION

LUNCH

2:00PM-2:30PM
SALES &
DELIVERY REVIEW

2:30PM-4:00PM
INDIVIDUAL TESTING

4:00PM-5:00PM
APPT QUALIFICATIONS &
SCHEDULING GRID

FRIDAY

9:00AM - 4:00PM
COHORT HUDDLE W/
HIRING OUR HEROES

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 8

MARCH 9TH - 13TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
11:00AM-12:00PM DEPARTMENT MEETING	9:30AM-11:00AM STUDY HALL	9:30AM-10:30AM STUDY HALL	9:00AM-10:00AM STUDY HALL	
LUNCH	LUNCH			
12:30PM-1:30PM TESTING ROLE PLAY	12:00PM-2:00PM INDIVIDUAL TESTING	10:30AM-11:30AM DEPARTMENT MEETING	10:00AM-11:30AM STUDY HALL BQ'S/PROC/PIVOT	
1:30PM-3:00PM STUDY HALL		11:30AM-12:15PM STUDY HALL	LUNCH	
BREAK	2:00PM-6:00PM INTENTIONAL ROLE PLAYING	LUNCH	1:00PM-3:00PM POWER PRODUCT DEMO	9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES
3:15PM-4:30PM OVERCOMING OBJECTIONS PROCESS ASSIGNMENT		1:00PM-2:30PM VP TESTING APPT/EST/OBJ	BREAK	
		2:30PM-4:00PM STUDY HALL	3:15PM-5:00PM VP ROLE PLAY BQ'S/PROC/PIVOT	
		4:00PM-5:30PM BUYING QUESTIONS PROCRASTINATIONS PRODUCT PIVOT		

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 9

MARCH 16TH - 20TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

TUESDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

WEDNESDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

THURSDAY

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

FRIDAY

9:00AM - 4:00PM
COHORT HUDDLE W/
HIRING OUR HEROES

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 10

MARCH 23RD - 27TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

3:00PM-3:45PM
SYNC W/ WILL & PHILIP

TUESDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

WEDNESDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

THURSDAY

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

FRIDAY

9:00AM - 4:00PM
COHORT HUDDLE W/
HIRING OUR HEROES

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 11

MAR 30TH - APR 3RD

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD IN
COMMUNITY

TUESDAY

10:30AM-12:00PM
DEPARTMENT
MEETINGS, CAMPS &
ONGOING TRAINING

1:00PM-5:00PM
SHADOW CD
COMMUNITY W/
MENTOR

WEDNESDAY

PROJECT
FINAL SURVEY

THURSDAY

10:00AM-11:00AM
POWER FELLOW
GRADUATION ON
ZOOM

10:00AM-11:00AM
HOH GRADUATION

FRIDAY

COMPLETE

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK